



Board of County Commissioners

*Audrey M. Edmonson*

Commissioner, District 3

December 5, 2013

Dear Business Associate:

I am delighted to invite you to join me in a multi-sector Business Development Mission to South Africa from March 1st - 9th, 2014. Mission participants will have the opportunity to visit Johannesburg, Durban and Cape Town. The purpose of this mission, which is organized jointly by the Economic Development and International Trade Unit of Miami-Dade County and Enterprise Florida Inc., is to foster bilateral trade, commerce, tourism and cultural exchanges between Miami-Dade County and South Africa. Mission participants will meet with representatives of the South African government, South African Airways, South African Ports Authority and other economic development agencies. Also, business participants will have ample opportunities to network and engage in one-to-one business meetings with their South African counterparts.

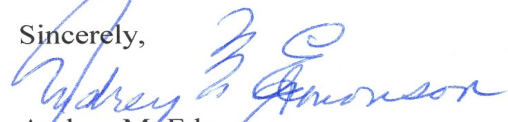
Over the years government representatives and business delegations from Florida have exchanged reciprocal visits with representatives of the private and public sectors in South Africa. These visits have resulted in the signing of International Sister Seaport partnerships between PortMiami and the Ports of Durban (2005) and Cape Town (2005), and the signing of a Sister Cities Agreement between the Miami-Dade County and the city of Cape Town (September 2013). Miami-Dade County representatives continue to engage in high level talks with executives of South African Airways for expansion of direct air routes destinations.

South Africa, with a population of 51 million, is a member of the BRICS countries (Brazil, Russia, India, China and South Africa). It is one of the most sophisticated and promising emerging markets globally with the unique combination of a highly developed first-world economic infrastructure and a huge emergent market economy. South Africa is a logical and attractive choice for U.S. companies to enter the sub-Saharan African markets. Since successfully hosting the 2010 Soccer World Cup, the world's largest sporting event, numerous business opportunities abound for U.S. companies in many sectors.

We are continuing our efforts to ensure that South Florida's economy remains competitive, strong and vibrant through expanded economic opportunities at home and abroad for our local businesses and entrepreneurs. Please complete and return the attached mission registration forms along with your payment. Mr. Desmond Alufohai, International Trade Coordinator, Economic Development & International Trade, Miami-Dade County and Mr. Bryant Salter, Director, Africa Trade Program for Enterprise Florida, Inc are available to assist you or respond to any questions that you may have regarding the mission.

I am certain that the mission will be worthwhile for you and for your organization, and we look forward to having you join us on this important mission.

Sincerely,

  
Audrey M. Edmonson  
Commissioner, District 3



ECONOMIC DEVELOPMENT & INTERNATIONAL TRADE (EDIT)  
DEPT. OF REGULATORY & ECONOMIC RESOURCES  
MIAMI-DADE COUNTY



AND

ENTERPRISE FLORIDA INC.

BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA  
"FROM THE GATEWAY OF THE AMERICAS TO THE GATEWAY OF SOUTHERN AFRICA"



MARCH 1<sup>ST</sup> - MARCH 9<sup>TH</sup>, 2014

**REGISTRATION DEADLINE: JANUARY 25, 2014**

### ROUNDTrip AIRFARE

Participants are responsible for making their own travel arrangements, but are encouraged to contact **Marion Valderram** of Protea Travel Services at [mvalderram@aol.com](mailto:mvalderram@aol.com) to secure quoted airfare rates on South African Airways.

### PROPOSED MISSION ITINERARY

**Mar 1st:** Depart any Florida city for JFK New York & JNB.

**Mar 2nd:** Arrive in Johannesburg, South Africa.

**Mar 3rd - 5th: Johannesburg:** Official Meetings, Networking & B2B Meetings, Briefings, Presentations, etc.

**Mar 4th - 5th: Durban:** *Optional (Official Meetings)*

**Mar 5th - 9th: Cape Town:** Official meetings, Networking & B2B Meetings, Briefings & Presentations, etc.

**Mar 9th:** Depart Cape Town for JNB & JFK New York.

### GROUND TRANSPORTATION

- Includes group airport transfers on recommended flights and group transfers from mission hotels to all official meetings and events.

### OFFICIAL MEETINGS & MEALS

- Meetings with high level government officials.
- In-country briefing by the U.S. Commercial Service.
- Briefings and presentations by local companies, agencies and organizations.
- Pre-arranged one-to-one business matchmaking meetings with South African companies.
- Some meals and refreshments.

**Non-Refundable Registration Fee**

**\$975**

**Total Estimated Mission Cost Per Participant**

**\$3605**

*(Includes airfare, lodging and registration fee)*

### ENTRY REQUIREMENTS

U.S. citizens must have a valid passport. U.S. citizens can obtain an entry visa on arrival at the Oliver Tembo International Airport in Johannesburg. Non-US citizens should contact the South Africa Embassy in Washington D.C. for visa enquiries:

#### Embassy of the Republic of South Africa

Attention: Home Affairs Section

4301 Connecticut Ave, NW

Van Ness Building Suite 220

Washington, DC 20008

Tel: (202) 232-4400; Fax: (202) 244-9417

Email: [consular.wa@dirco.gov.za](mailto:consular.wa@dirco.gov.za)

Website: <http://www.saembassy.org>

### VACCINATIONS

For recommended vaccinations please visit the Center for Disease Control and Prevention site at: [www.cdc.gov](http://www.cdc.gov).

### QUICK FACTS ABOUT SOUTH AFRICA

**Three Capitals:** Pretoria, Cape Town and Bloemfontein.

**Currency:** South African Rand (ZAR) - 1 USD = 10 ZAR

**Country Dialing code from USA:** (011) (27) + number.

**South Africa is 7 hrs ahead of Eastern Standard Time.**

### For additional information please contact:

#### Desmond Alufohai, CMP

International Trade Coordinator

Economic Development & International Trade, Miami-Dade County

111 N.W. First Street, 19th Floor

Miami, FL 33128

Tel: 305-375-1254; (305) 375 3526; Fax: 305-679-7895

E-M: [alufoha@miamidade.gov](mailto:alufoha@miamidade.gov); [www.miamidade.gov/oedit](http://www.miamidade.gov/oedit)

#### Bryant J. Salter

Director, Africa Trade Expansion Program

Enterprise Florida, Inc.

201 Alhambra Circle, Suite 610

Coral Gables, FL 33134

(305) 808 3660; E-M: [BSalter@eflorida.com](mailto:BSalter@eflorida.com); [www.eflorida.com](http://www.eflorida.com)



**MIAMI-DADE COUNTY & ENTERPRISE FLORIDA INC.**  
**BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**  
**MARCH 1<sup>ST</sup> - 9<sup>TH</sup>, 2014**



**PARTICIPANT INFORMATION & COMPANY PROFILE**

**(Please complete and return this form along with payment to EDIT)**

**PERSONAL INFORMATION**

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_ Suffix: \_\_\_\_\_  
[As it appears on your passport]

Nationality: \_\_\_\_\_ Passport Number: \_\_\_\_\_ DOB: \_\_\_\_\_

Indicate Any Special Needs: \_\_\_\_\_

**ORGANIZATIONAL PROFILE**

Name of Business Organization: \_\_\_\_\_

Your Title: \_\_\_\_\_

Address: \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip Code: \_\_\_\_\_

E-Mail: \_\_\_\_\_ Website: \_\_\_\_\_

Business Phone: \_\_\_\_\_ Mobile Phone: \_\_\_\_\_

Year Established: \_\_\_\_\_ Number of Employees: \_\_\_\_\_ Annual Sales: \_\_\_\_\_

**INDUSTRY SECTOR [Please check the sector that applies]**

- |  |   |   |
|--|---|---|
| <input type="checkbox"/> Aerospace Manufacturing | <input type="checkbox"/> Environmental Engineering Services | <input type="checkbox"/> Telecommunications Equipment |
| <input type="checkbox"/> Agriculture             | <input type="checkbox"/> Manufacturing Equipment & Tech.    | <input type="checkbox"/> IT Tech Equipment & Supplies |
| <input type="checkbox"/> Automotive              | <input type="checkbox"/> Medical Equipment                  | <input type="checkbox"/> Other: _____                 |
| <input type="checkbox"/> Chemical Industries     | <input type="checkbox"/> Power Generation & Supply          |   |
| <input type="checkbox"/> Electronic Commerce     | <input type="checkbox"/> Security & Safety Equipment        | <input type="checkbox"/> _____                        |

**INDICATE YOUR TYPE OF BUSINESS:**

- |  |   |                                       |
|--|---|---------------------------------------|
| <input type="checkbox"/> Agent/Representative      | <input type="checkbox"/> Distributor/Wholesaler | <input type="checkbox"/> Franchising  |
| <input type="checkbox"/> Joint Venture/partnership | <input type="checkbox"/> Retailer               | <input type="checkbox"/> Other: _____ |

**MAIN OBJECTIVE FOR PARTICIPATING IN THIS MISSION:**

- ☐ Buy from South Africans ☐ Sell to the South Africans ☐ Other: \_\_\_\_\_

**DESCRIBE YOUR PRODUCTS/SERVICES:** \_\_\_\_\_

**INDICATE THE TYPE OF AGENCIES OR COMPANIES YOU WOULD LIKE TO MEET DURING THIS MISSION:**

**IMPORTANT!**

**Please email a paragraph of your biographical information and a recent passport-sized photograph in .jpeg format.  
The information provided will be used to prepare the delegates' brochure.**



**MIAMI-DADE COUNTY & ENTERPRISE FLORIDA INC**  
**BUSINESS DEVELOPMENT MISSION TO SOUTH AFRICA**  
**MARCH 1<sup>ST</sup> - MARCH 9<sup>TH</sup>, 2014**



**PARTICIPANT'S REGISTRATION FORM**

*(Please complete and return this form along with participation fee to EDIT)*

First Name: \_\_\_\_\_ Last Name: \_\_\_\_\_ Suffix: \_\_\_\_\_  
 [As it appears on your travel passport]

Title: \_\_\_\_\_ Signature: \_\_\_\_\_ Date: \_\_\_\_\_

Please note that each participant is responsible for making their own travel arrangements. Please contact **Marion Valderram, Protea Travel Services** at [mvaldram@aol.com](mailto:mvaldram@aol.com) to plan your flight itinerary. **Please plan to arrive in Johannesburg no later than March 2<sup>nd</sup>, 2014.** Official program begins on Monday, March 3<sup>rd</sup>, 2014.

**A. ROUNDTRIP AIRFARE PER PERSON**

Any Florida city to JFK - JNB - CPT - JNB - JFK - Florida originating city (Economy class fare)  
**(Add an additional \$250 to your airfare if participating in optional Durban segment)**  
 (Quoted estimated airfare on South Africa Airways is subject to change)

**ESTIMATED  
COST**

**\$ 1,452**

**YOUR  
COST**

**B. LODGING**

**JOHANNESBURG:** Crowne Plaza Hotels & Resort, Rosebank (March 2<sup>nd</sup> - 5<sup>th</sup>, 2014) (If not going to Durban)  
 SINGLE OCCUPANCY (\$150) / DOUBLE OCCUPANCY (\$170) x \_\_\_\_\_ NIGHTS.

**DURBAN:** Protea Hotel Umhlanga Ridge, Durban, Kwazulu Natal (March 4<sup>th</sup> - 5<sup>th</sup>, 2014) (Optional)  
 SINGLE OCCUPANCY (\$150) / DOUBLE OCCUPANCY (\$178) x 1 NIGHT.

**CAPE TOWN:** Hilton Hotel Cape Town Center (March 5<sup>th</sup> - 9<sup>th</sup>, 2014)  
 SINGLE OCCUPANCY (\$145) / DOUBLE OCCUPANCY (\$165) x \_\_\_\_\_ NIGHTS.

Name of your Roommate: \_\_\_\_\_

**Your credit card information will be provided to the hotels to reserve your room.**  
 (Quoted estimated hotel room rates include bed, breakfast and all applicable taxes, subject to change)

**\$**

**\$**

**\$**

**C. REGISTRATION FEE PER PARTICIPANT**

[Includes briefings, presentations, group ground transportation, official and business matchmaking meetings, some meals/receptions, coffee breaks, gratuities, surcharges and administrative costs]

**\$ 975**

**D. LATE REGISTRATION FEE (After January 25<sup>th</sup>, 2014)**

**\$ 150**

**GRAND TOTAL [A + B + C + D]**

**METHOD OF PAYMENT & REGISTRATION INSTRUCTIONS**

☐ **CREDIT CARD:** PLEASE COMPLETE AND RETURN THE ATTACHED CREDIT CARD AUTHORIZATION FORM TO EDIT.

☐ **CHECK NUMBER :** \_\_\_\_\_ **TOTAL AMOUNT:** \_\_\_\_\_

**IF PAYING BY CHECK, THE PARTICIPATION FEE OF \$975 SHOULD BE MADE PAYABLE TO: THE TRADE MISSION CENTER OF THE AMERICAS, INC. (A 5% OF FACE AMOUNT OF CHECK WILL BE CHARGED FOR NON-SUFFICIENT FUND (BAD) CHECKS.)**

**3 EASY WAYS TO REGISTER:** COMPLETE AND RETURN ALL COMPLETED DOCUMENTS, ONE PER PERSON:

1. SCAN AND EMAIL COMPLETED DOCUMENTS TO [ALUFOHA@MIAMIDADE.GOV](mailto:ALUFOHA@MIAMIDADE.GOV).
2. MAIL HARD COPIES TO: DESMOND ALUFOHAI, INTL TRADE COORD., 111 NW 1ST STREET, 19<sup>TH</sup> Floor, Miami, FL 33128.
3. SEND COMPLETED DOCUMENTS BY FAX TO: (305) 679-7895.

UPON RECEIPT OF REGISTRATION FORM AND PAYMENT, EDIT WILL PROVIDE HOTELS WITH YOUR CREDIT CARD INFORMATION TO RESERVE YOUR ACCOMMODATION. EACH PARTICIPANT IS RESPONSIBLE FOR CONFIRMING THEIR CHECK-IN AND CHECK-OUT DATES AND SETTLING LODGING & INCIDENTAL COSTS WITH HOTELS.

**IMPORTANT MISSION INFORMATION**

- Final selection of mission participants will be confirmed by EDIT/EFI staff after determining sector suitability and market potential.
- Registration fee is non-refundable after payment.
- A \$150 late fee will be charged for participants filing their registration after **January 25<sup>th</sup>, 2014.**

Your signing of this registration form binds you to all the terms and requirements of this mission. EDIT/EFI reserves the right of cancellation and the right to change the mission program/ itinerary on-site, based on unforeseen circumstances. Participants agree, at all times and hereafter, to hold harmless and indemnify EDIT, EFI, TMC its staff and Board of Directors, contributing organizations, sponsors, agents, affiliates and volunteers from errors, omissions, or adverse actions that may result from this mission.